

# To buy or not to buy : empirical studies on buyer-supplier collaboration

Citation for published version (APA):

Blonska, A. (2010). *To buy or not to buy : empirical studies on buyer-supplier collaboration*. [Doctoral Thesis, Maastricht University]. Universitaire Pers Maastricht. <https://doi.org/10.26481/dis.20101208abl>

## Document status and date:

Published: 01/01/2010

## DOI:

[10.26481/dis.20101208abl](https://doi.org/10.26481/dis.20101208abl)

## Document Version:

Publisher's PDF, also known as Version of record

## Please check the document version of this publication:

- A submitted manuscript is the version of the article upon submission and before peer-review. There can be important differences between the submitted version and the official published version of record. People interested in the research are advised to contact the author for the final version of the publication, or visit the DOI to the publisher's website.
- The final author version and the galley proof are versions of the publication after peer review.
- The final published version features the final layout of the paper including the volume, issue and page numbers.

[Link to publication](#)

## General rights

Copyright and moral rights for the publications made accessible in the public portal are retained by the authors and/or other copyright owners and it is a condition of accessing publications that users recognise and abide by the legal requirements associated with these rights.

- Users may download and print one copy of any publication from the public portal for the purpose of private study or research.
- You may not further distribute the material or use it for any profit-making activity or commercial gain
- You may freely distribute the URL identifying the publication in the public portal.

If the publication is distributed under the terms of Article 25fa of the Dutch Copyright Act, indicated by the "Taverne" license above, please follow below link for the End User Agreement:

[www.umlib.nl/taverne-license](http://www.umlib.nl/taverne-license)

## Take down policy

If you believe that this document breaches copyright please contact us at:

[repository@maastrichtuniversity.nl](mailto:repository@maastrichtuniversity.nl)

providing details and we will investigate your claim.

Stellingen behorende bij het proefschrift

# **To Buy or Not To Buy:**

## **Empirical Studies on Buyer-Supplier Collaboration**

van

Agnieszka Blonska

1. Close social relationships pay off for buyers (this dissertation, *chapter 2*).
2. Maintenance of buyer–supplier relationships depends on the joint efforts made by multiple departments in both companies, not just the efforts made by one purchasing officer or key account manager (this dissertation, *chapter 3 and 4*).
3. Buyer satisfaction with feedback from supplier on supplier ability to meet performance requirements not only makes the buyer more attracted to conducting business with the supplier in the long-run, but most importantly it triggers the reciprocal effect from suppliers, and makes them committed to the relationship with the buyer (this dissertation, *chapter 3*).
4. Online portals amplify the effect of close social relationships on cross-functional information sharing behavior (this dissertation, *chapter 4*).
5. Close collaboration is a business strategy (Anderson and Jap, 2005), but close social relationships are necessary to attract partners for this type of collaboration.
6. Purchasing has outpaced marketing in its importance as a function.
7. Traffic jams will never be reduced because they are more profitable for the economy than building new highways.
8. Finding relevant, research-related information depends on the creativity of the seeker with regards to the key words that are used.
9. Pressure makes diamonds (General George S. Patton).
10. “- You can’t just turn on creativity like a faucet. You have to be in the right mood.  
- What mood is that?  
- Last-minute panic.” (Calvin & Hobbes quotes by Bill Watterson)
11. You don't want a million answers as much as you want a few forever questions. The questions are diamonds you hold in the light. Study a lifetime and you see different colors from the same jewel (Richard Bach).